

















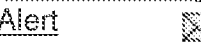




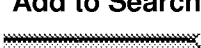

















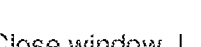





Add terms to your search using:

- | | | | |
|--|-------------------------------|----------------------------|---|
| 19. ("Sales Performance Management" and actual*) AND PDN (<8/1/2002)
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| 17. (Sales Performance Management actual) AND PDN(<8/1/2002)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 1812 results | ● Add to Search | Set Up Alert  |
| 16. Sales Performance Management
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 41996 results | ● Add to Search | 
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| 15. (sales force automation expert system) AND PDN(<8/1/2002)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 38 results | ● Add to Search | 
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| 14. (sales action plan expert system) AND PDN(<8/1/2002)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 17 results | ● Add to Search | 
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| 13. sales and (actual* w/2 (plan* or forecast*)) w/4 (differ* or vary* or varianc* or delta*)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 105 results | ● Add to Search | 
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| 12. (sales action plan) AND PDN(<8/1/2002)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 7572 results | ● Add to Search | Set Up Alert  |
| 11. sales action plan
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 12692 results | ● Add to Search | 
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| 10. SUB(Sales management) AND SUB(Sales forecasting)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 27 results | ● Add to Search | 
Set Up Alert  |
| 9. sales w/4 (actual* w/2 (plan* or forecast*))
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 122 results | ● Add to Search | Set Up Alert  |
| 8. (LSU({SALESFORCE AUTOMATION})) AND PDN(<8/1/2002) | 227 results | ● Add to Search | |

	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
7.	SUB(Sales management) AND (actual* w/2 (plan* or forecast*))	<u>3 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
6.	LSU({SALESFORCE AUTOMATION})	<u>485 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
5.	SUB(Sales management) AND SUB(Automation) AND SUB (Software packages)	<u>38 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
4.	SUB(Salesforce automation) AND SUB(Information technology)	<u>15 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
3.	(sales w/2 (automat* or expert*)) and (pattern*)	<u>44 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
2.	marketing automation explosion	<u>32 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		
1.	managing sales customers richard dance	<u>2 results</u>	
	<i>Database:</i> Multiple databases...		
	<i>Look for terms in:</i> Citation and abstract		
	<i>Publication type:</i> All publication types		